

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Coyote Design and Manufacturing

Idaho TechHelp

Coyote Design Innovates Its Way to Success

Client Profile:

Coyote Design and Manufacturing, founded in 1999, invents, designs, refines and manufactures orthotic and prosthetic (P&O) devices that help the physically challenged adapt to their circumstances and environments. The family-owned company employs 10 people at its facility in Boise, Idaho.

Situation:

Coyote Design required assistance in the areas of product design, testing and prototyping. The company was not in a position to hire full time engineering help or to purchase expensive design or prototyping equipment, so they contacted TechHelp, a NIST MEP network affiliate, for assistance with designing and perfecting affordable products to solve patient issues.

Solution:

TechHelp's New Product Development (NPD) Team at Boise State University worked with Coyote Design and Manufacturing providing access to state of the art design and prototyping software and equipment. "Being able to match TechHelp's engineering and design strength to our patient and technical usage ability makes for a strong combination," said Matt Perkins, Coyote's Director of Marketing. TechHelp NPD Manager, Steve Hatten, enjoys the unique mechanical engineering projects Coyote bring to Boise State Engineering students at the lab. Said Hatten, "The small size of Coyote's multi-functional mechanical devices makes for interesting design challenges. We've worked on new devices and on improving existing products. Matt figures that using TechHelp helped him avoid \$20,000 in equipment purchases and \$10,000 in related investments.

Results:

- * Increased sales by \$50,000.
- * Retained sales of \$5,000.
- * Realized \$30,000 in cost savings.
- * Saved \$30,000 in the area of investments.

Testimonial:

"The TechHelp New Product Development Team at Boise State is fast, efficient and gives us a better ability to preview a product on screen and as a prototype before we go to production. As we get better about our own design and development process, we'll be able to make better use of TechHelp's services."

Matt Perkins, Director of Marketing